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METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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SEPTEMBER 1983 BILLINGS FOR COMMERCIAL HEAT TREATERS SHOW 15.1% INCREASE OVER SEPTEMBER 1982 FIGURES.

For the second month in a row, the industry experienced gains over the previous year's sales for those months.

Overall, for the first three quarters of 1983, sales amounted to $240.5 million as compared to $277.8 million for the same period in 1982, or a decrease of 13.4%.

For September, 1983, five districts showed improved sales over September, 1983.

A summary of percentage change by geographic regions follows:

	District	Sept. 83 vs. Sept. 82	Total 1983 vs. 1982
1	New England (MA-RI-CN)	-6.9	-5.0
2	Middle Atlantic (NY-NJ-E.PA-QUE)	13.0	-5.0
3	South Central (W.PA-OH-IN-KY)	27.1	-0.5
4	Michigan	47.7	10.9
5	Southeast (VA-NC-SC-GA-AL-TN)	19.9	-4.4
6	North Central (IL-WI-MN-MO-IA)	29.9	-13.3
7	Pacific Coast (CA-OR-WA-B.C.)	-6.0	-18.7
8	Southwest (TX-OK-AR-CO-AZ-LA)	-18.4	-53.8

METAL TREATING INSTITUTE
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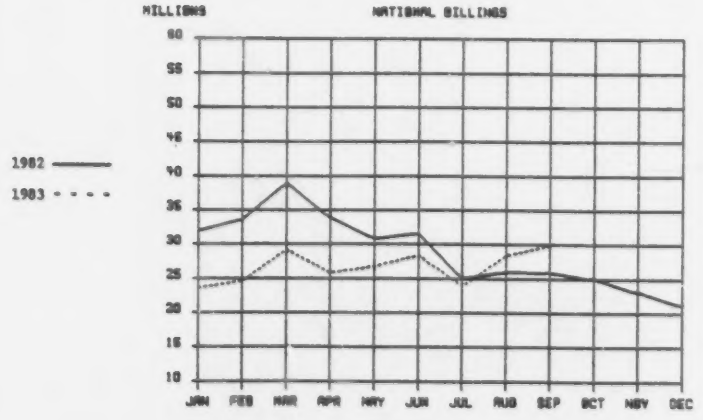
ANALYSIS OF NATIONAL BILLINGS
SEPTEMBER, 1983

BILLINGS FOR MONTH

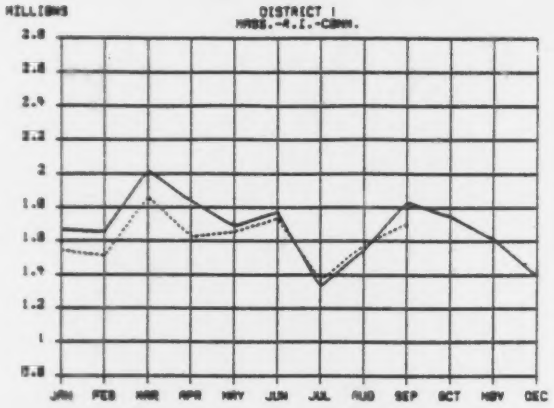
	Total Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1982	1983	%	1982	1983
Total	275	25964.3	29872.8	15.1	100.0	100.0
Dist. 1	16	1832.2	1706.4	-6.9	7.1	5.7
Dist. 2	41	4349.8	4915.2	13.0	16.8	16.5
Dist. 3	53	3886.2	4938.7	27.1	15.0	16.5
Dist. 4	28	3190.7	4712.2	47.7	12.3	15.8
Dist. 5	21	899.1	1078.5	19.9	3.5	3.6
Dist. 6	41	4880.9	6342.2	29.9	18.8	21.2
Dist. 7	35	4260.6	4004.0	-6.0	16.4	13.4
Dist. 8	30	2664.7	2175.6	-18.4	10.3	7.3
Foreign	10					

BILLINGS TO DATE

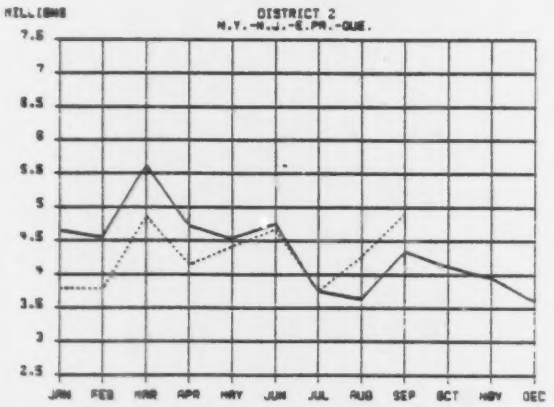
	Billings To Date -In Thousands-			To Date % Of Billings	
	1982	1983	%	1982	1983
Total	277861.6	240533.1	-13.4	100.0	100.0
Dist. 1	15362.7	14588.0	-5.0	5.5	6.1
Dist. 2	40639.9	38621.3	-5.0	14.6	16.1
Dist. 3	39625.7	39436.3	-0.5	14.3	16.4
Dist. 4	32236.2	35756.3	10.9	11.6	14.9
Dist. 5	10096.6	9648.9	-4.4	3.6	4.0
Dist. 6	55208.9	47856.7	-13.3	19.9	19.9
Dist. 7	44108.6	35870.6	-18.7	15.9	14.9
Dist. 8	40583.0	18755.0	-53.8	14.6	7.8
Foreign					



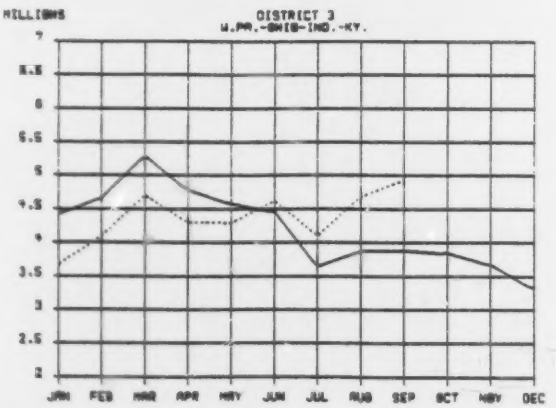
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-26.2	-26.9	-25.0	-23.8	-13.3	-10.0	-4.5	9.0	13.1			
% Change	Cumulative	-26.2	-26.6	-26.0	-25.4	-23.2	-21.1	-19.3	-16.4	-13.4			



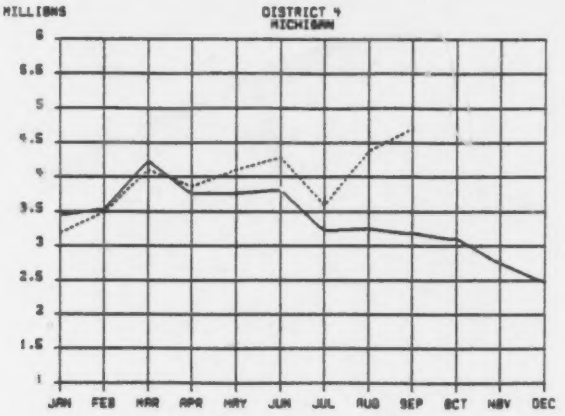
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.3	-8.8	-7.7	-11.7	-2.2	-2.2	3.0	2.0	-6.9			
% Change	Cumulative	-7.3	-8.1	-8.0	-8.9	-7.7	-6.8	-5.7	-4.8	-5.0			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-18.7	-17.0	-13.5	-12.4	- 2.8	- 1.8	-0.2	17.4	13.0			
% Change	Cumulative	-18.7	-17.9	-16.2	-15.3	-12.9	-11.1	-9.9	-7.1	-5.0			



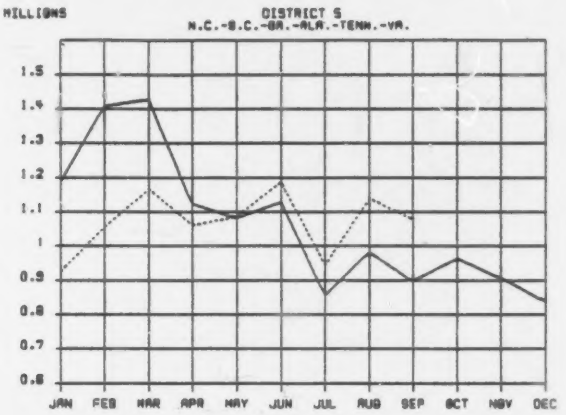
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-16.8	-12.2	-11.0	-10.0	-6.2	3.7	12.3	20.8	27.1			
% Change	Cumulative	-16.8	-14.5	-13.2	-12.4	-11.2	-8.9	-6.4	-3.5	-0.5			



1982 ——

1983 - - - -

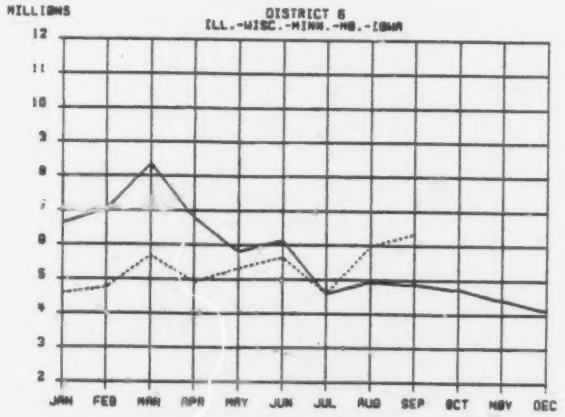
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.4	-1.1	-3.0	2.8	9.1	12.5	11.6	34.5	47.7			
% Change	Cumulative	-7.4	-4.2	[illegible]	-2.1	0.1	2.2	3.4	6.9	10.9			



1982 ——

1983 - - - -

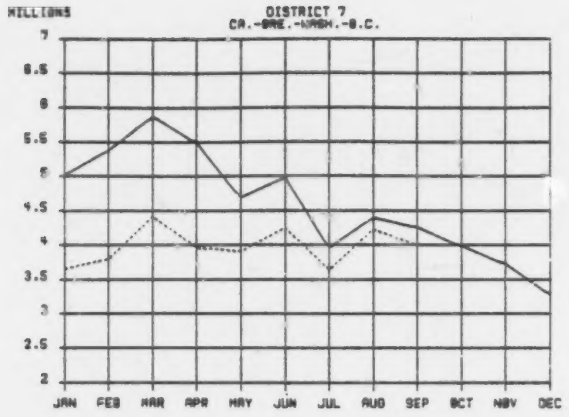
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-22.1	-25.0	-18.2	-5.6	0.4	5.4	10.3	16.1	19.9			
% Change	Cumulative	-22.1	-23.7	-21.7	-18.2	-15.0	-11.9	-9.6	-6.8	-4.4			



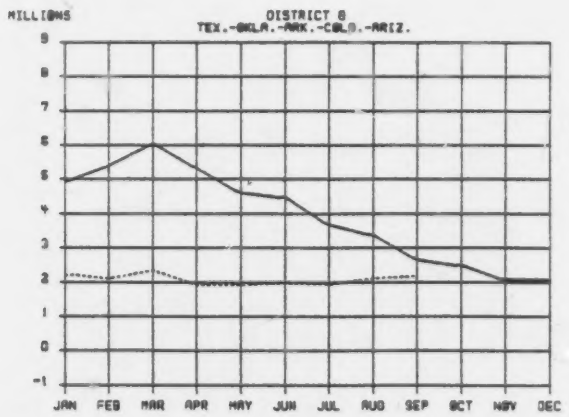
1982 ——

1983 - - - -

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-30.9	-32.5	-32.0	-27.5	-8.5	-7.9	0.1	21.2	29.9			
% Change	Cumulative	-30.9	-31.7	-31.8	-30.8	-27.0	-24.2	-21.7	-17.5	-13.3			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-27.3	-29.4	-24.9	-28.0	-16.8	-14.7	-8.2	-3.9	- 6.0			
% Change	Cumulative	-27.3	-28.4	-27.1	-27.3	-25.5	-23.8	-22.0	-20.0	-18.7			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-54.9	-61.1	-61.2	-63.7	-58.4	-55.6	-47.3	-37.8	-18.4			
% Change	Cumulative	-54.9	-58.2	-59.3	-60.4	-60.0	-59.4	-58.1	-56.3	-53.8			